



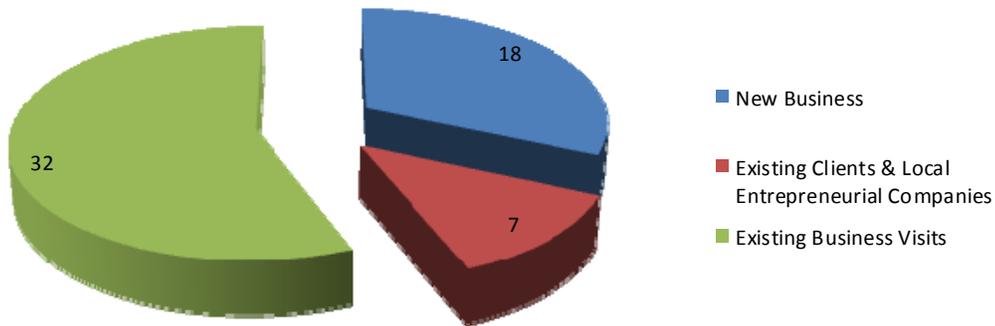
Lexington-Fayette Urban County Government Quarterly Report

July 1—September 30, 2010



By the Numbers:

In the 1st Quarter Fiscal Year 2011 (July 1 – September 30), Commerce Lexington's Economic Development Division responded to calls from the following:



The Commerce Lexington economic development team was very busy in the days leading up to the games. From organizing our hospitality to entertaining clients and guests, here are the many activities we worked on and our progress.

CONCIERGE DESK— MAKER'S MARK BOURBON PAVILION



The ED team sponsored and hosted the concierge desk within the Maker's Mark Bourbon Pavilion (a.k.a. the hospitality tent.) We marketed Lexington as a potential location for business and network with visiting CEOs and other decision makers. Twenty experienced volunteers were selected to help us with our efforts. 58 shifts over 16 days proved an experience in itself, and we are confident our efforts will pay off.



In addition to Commerce Lexington staff, other volunteers include:

Renee Jackson & Kathryn Minton

Daryl Snyder

Harold Tate

Anthony Wright

Juli Gaworski

Karen Finan

Shirie Mack

Kim Menke

Pat Powell

Downtown Lexington Corporation

Greater Louisville, Inc.

Lexington Downtown Development Authority

LFUCG—Mayor's Office

Lexmark International

Northern Kentucky Tri-ED

Small Business Development Center

Toyota

UK, Office of Commercialization & ED

Over the first week of the games, we made connections with new people and feel we have good several good contacts to target our WEG follow-up initiatives. Hopefully the second half will provide good leads as well.

INVITATIONS TO WEG

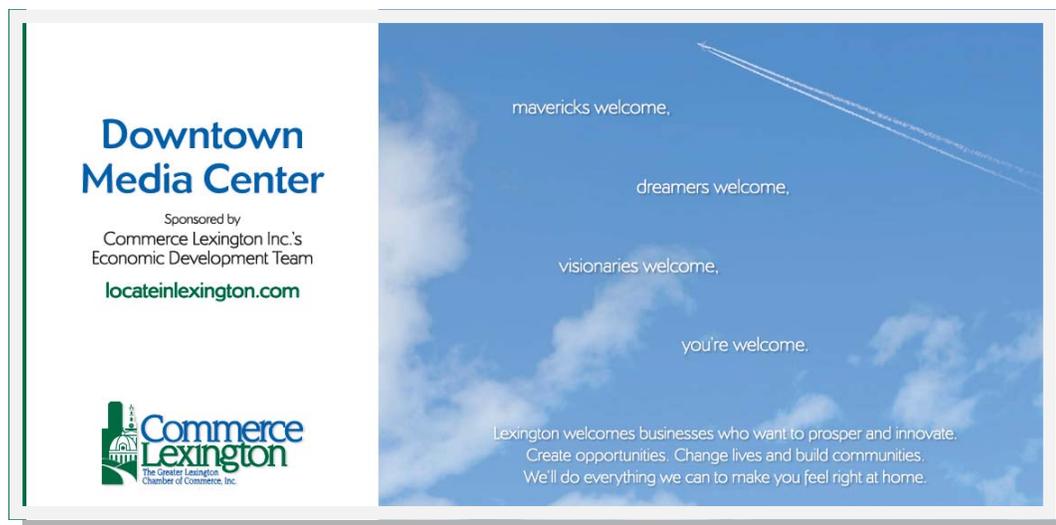


The ED team reached out to our biggest projects (in terms of job creation, capital investment) and key site selection consultants and invited them to the World Equestrian Games. Clients will be attending the WEG as guests of the Kentucky Cabinet for Economic Development October 9 and 10. Our team is hosting them as well. We plan to network with them during their visit.

As part of staying connected and building stronger relationships with our existing businesses, we designated October 4 and October 5 as “Existing Business Appreciation Days”. Fifteen companies accepted and enjoyed some time out of the office on the grounds of the Kentucky Horse Park.



Commerce Lexington sponsored the Spotlight Lexington downtown Media Center. Lexington information, including a special WEG brochure, was available in the Media Center. Our sponsorship banner in the Media Center directed the media to our new website: www.locateinlexington.com.



It's a Wrap! Hopefully by now you've had a chance to check out the new "window clings" wrapping the exterior of our building. We selected a few of our best rankings and they now adorn the outside of Commerce Lexington's building. We've welcomed our international guests and encouraged them to visit the new website!



MEDIA PARTY



Altech FEI
World Equestrian Games™
Kentucky 2010

Commerce Lexington, in partnership with the Blue Grass Airport, Lexington Convention & Visitors Bureau, and Fifth Third Bank, hosted a reception at the Kentucky Experience on October 5 for the many media attending the games. The event showcased the Bluegrass Region from the economic development and tourism aspects. Key business leaders, including members of our board, Lexington Fayette Urban County Government and Council, and key investors were invited to attend to help us "showcase" the bluegrass. Over 150 of our guests were registered to attend, in addition to the 250 media attending.



WEG MARKETING MATERIALS



Altech FEI
World Equestrian Games
Kentucky 2010

Commerce Lexington designed a tri-fold brochure to hand out in the Media Center at the Park, the Media Center for Spotlight Lexington, and the concierge desk. We included rankings, general information, and testimonials from companies and key leaders. We also placed an advertisement in the WEG Program. For the concierge desk, Maker's Mark designed a graphic that uses our image campaign language, but incorporates the Maker's Mark brand.



COMPANY NEWS & ANNOUNCEMENTS

On September 22 at the Lexington Venture Club, seven Kentucky companies that received a federal SBIR/STTR grant were recognized for being awarded matching funds from the state of Kentucky. Five of the seven companies are from Lexington! Commerce Lexington is proud of our technology companies and the progress they are making.



Lexington Companies Noted:

nGimat, LLC

Orthopeutics, LP

3H Company, LLC

Vindico NanoBio Technologies, Inc.

Advanced Dynamics, Inc.

Two of the companies recognized, nGimat and Orthopeutics, are new biotech companies to the Bluegrass, one of which relocated their headquarters to Lexington. Kentucky's SBIR/STTR match fund program is a great expansion and recruitment tool for our economic development efforts.



Ortlopeutics and its spin-off company, Intralink Spine, announced in September that they are relocating their biotech operations and headquarters from the Austin, TX area to Lexington. The company has developed a medical device to treat Degenerative Disc Disease (lower back pain). The company was attracted to Lexington because of the state SBIR match program, as well as the University of Kentucky. The BBDP team is working with the founder, Dr. Tom Hedman, to secure a faculty appointment at UK through the College of Medicine and College of Engineering.

The company is occupying space in Coldstream's mini-campus. The company relocated three employees from Texas and plans to add up to 50 new high-tech jobs with an average wage of \$85,000/year as they move forward on commercializing their technology. Orthopeutics plans on creating other spin-off companies that address other disorders for which the technology can be adapted. Governor Beshear recognized the company at an SBIR announcement (held during our Venture Club event) and the BBDP held a joint press conference the following day to announce the company's location and partnership with UK.



nGimat, LLC is a biotech company, headquartered in Atlanta, that has established an R&D and manufacturing research program in Lexington for low cost, high-performance nanomaterials for Lithium-ion batteries and other energy applications. The company recently received an SBIR Phase II award from the federal government and has received a matching grant from the state match fund. They were recognized at Governor Beshear's SBIR announcement, as well.

nGimat will create approximately 50 new jobs with an average salary of \$47,000/year. Of the 50 total jobs, 18 are high-tech jobs (nanotechnologists, lab & process technicians, facilities engineers) with an average wage of over \$58,000/year. The remaining 32 jobs include manufacturing and clerical jobs with an average wage of \$35,000/year. The company estimates its capital investment to be approximately \$1,601,800 in equipment, start-up costs and annual rent for 10 years. nGimat is occupying space on Over Drive off Leestown Road.



First Lady Beshear, the Bluegrass Business Development Partnership and the United States Equestrian Federation (USEF) announced the relocation of its Equine Drug Testing and Research Laboratory to Lexington on September 17. The new lab, which will move from Ithaca, NY, will be housed at Coldstream Research Campus. The relocation will create 12 new jobs with an average of \$47,000/year. The capital investment will be \$1.5 million. The new lab will test over 15,000 samples each year collected from USEF licensed competitions. USEF is also working with UK's College of Engineering on designing new, safer jumps for eventing competitions.

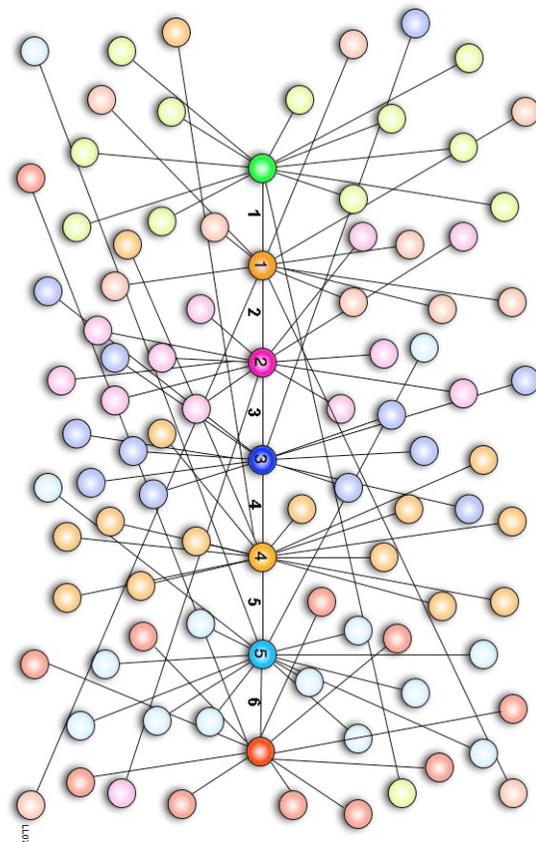


ACS, a Xerox Company, announced on August 30 that it will be expanding its operations in Lexington. The company plans to create 200 permanent positions along with 500 temporary positions to fulfill a new contract. ACS is leasing the former Lexmark building on New Circle Road (across from Lexmark's main campus). The average wage is approximately \$10/hour and the capital investment for the project is over \$7,000,000.

SIX DEGREES OF LEXINGTON

The economic development team recently presented a new idea to our board members to help generate new leads. The idea is called "Six Degrees of Lexington." We realize what a small world it can be sometimes, and we asked our board of directors to think about their vast network of contacts and how we can connect them to Lexington. We asked each board member to reach out to two or three contacts outside of Lexington to tell them about how Lexington is a great place to do business. We equipped each board member with our direct mail campaign (4 postcard series) to send out to contacts. This initiative could help bring more leads to Lexington resulting in more located projects, creating more jobs for our citizens.

If you have contacts that would be interested in Lexington, please let us know and we'll send you the direct mail series to distribute!



STRATEGIC PLAN—ACCOMPLISHMENTS TO DATE

Since the last visit (August 2-3) the Angelou Economics team has been working to finalize the recommended new strategic targets. The community assessment was posted to the website, and for the most part has received very positive feedback. Very soon, they will be proposing new dates for the next committee update. In the coming days, the reverse site selection process will also begin.

WEBSITE REDESIGN & GIS INTEGRATION

Our new website is live! Please visit www.locateinlexington.com to check out the new economic development website. We incorporated a GIS component to the website for clients to search for available buildings, sites, companies, and demographic information. We plan to roll out the new website to site selection consultants after the World Equestrian Games is complete.

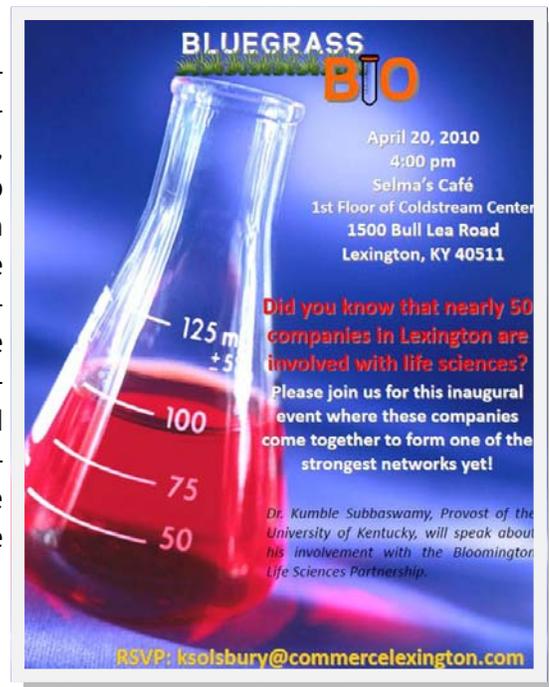


MARKETING TRIP

Commerce Lexington participated in the Kentucky Association for Economic Development's Kentucky United networking event in Chicago. Kentucky United organized a luncheon for Chicago site selection consultants, which attracted over 20 consultants. In addition to the networking luncheon, Kimberly Solsbury met with existing clients in the Chicago area during her visit.

BLUEGRASS BIO

In conjunction with our partners, Commerce Lexington has teamed up to form a steering committee to discuss the Bluegrass Region's assets, strengths, liabilities, and other issues related to what it takes to build the region into a biotech hub. A small group met in mid-August to discuss the initiative and what next steps should be taken to advance our biotech sector. The steering committee agreed that the first step is to interview existing biotech companies and understand what their needs and concerns are for this region, as well as what partnerships need to be formed to help companies grow. The group plans to meet again in October to discuss the initiative further.

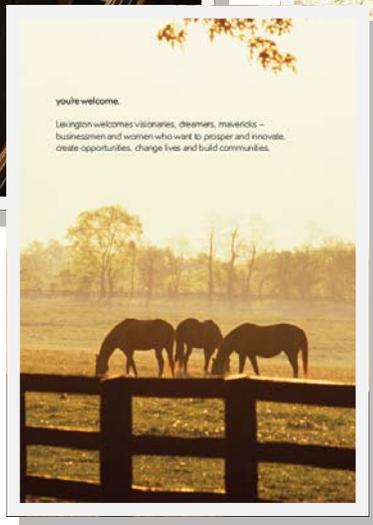
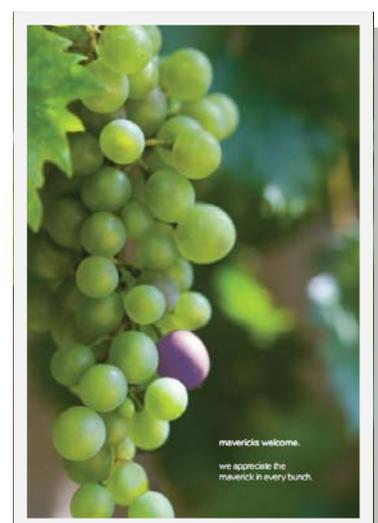
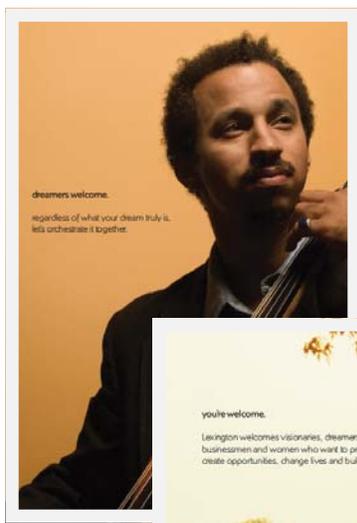


ADVERTISING

Commerce Lexington was recently recognized by Business Facilities as an Editors' Location Pick. Only seven cities were recognized. The article highlighted the many high-tech announcements that Lexington has had this year.

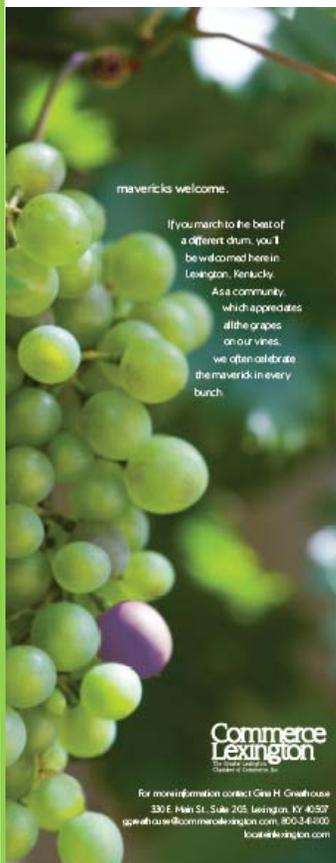


We have just finished updating our image campaign (dreamers, visionaries, mavericks). We incorporated the same feel and theme, but with updated images and language. We will use the new series for direct mail and advertising placements.



We recently advertised in the following publications:

- Keeneland – upcoming program for October
- Kentucky Alumni – Fall issue featuring image campaign. The winter issue will feature our new images.
- Area Development – June/July issue
- Business Facilities – June issue (featuring Editors' Location Picks)
- Site Selection – May issue
- Lane Report – Market Review
- BG Living – Fall/Winter issue
- AirTran – Go magazine- – in-flight magazine for September
- Official WEG Program
- Spotlight Lexington Event Guide



mavericks welcome.

If you march to the beat of a different drum, you'll be welcomed here in Lexington, Kentucky.

As a community, which appreciates all the grapes on our vines, we often celebrate the maverick in every bunch.

Commerce Lexington
The Heart of Lexington
Greater of Commerce, Inc.

For more information contact Gina H. Greenhouse
330 E. Main St., Suite 205, Lexington, KY 40507
ggreenhouse@commercelexington.com, 800-346-300
local@lexington.com



dreamers welcome.

Whether it's a Bach concerto or a highly skilled, motivated workforce that will help you bring your dream to life - you'll find the right combination of help and inspiration here in Lexington, Kentucky. Regardless of what your dream truly is, let's orchestrate it together.

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local@lexington.com



visionaries welcome.

Whether your vision requires an office, a like-minded team or a sun-bathed landscape to bring it to fruition - all of those and more await you here in Lexington, Kentucky. Bring your vision - we'll help you realize it.

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you're welcome.

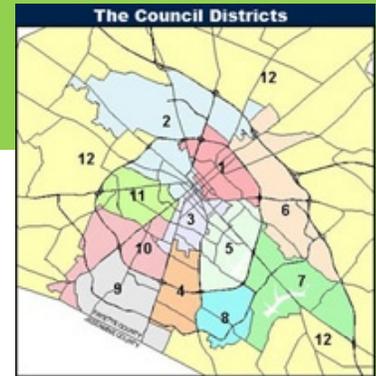
Lexington welcomes visionaries, dreamers, mavericks - businessmen and women who want to prosper and innovate, create opportunities, change lives and build communities.

Thinking of relocating your business? You'll be welcomed here in Lexington, Kentucky.

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COUNCIL DISTRICT DAY



In January, the economic development division began partnering with the Lexington-Fayette Urban County Council on Council District Day. This day is designed to give council members a better insight on businesses in their district, help them better understand Commerce Lexington's role with existing businesses and most of all, a chance to personally thank businesses for their commitment to Lexington. We hope this initiative continues to grow to encompass the entire county.

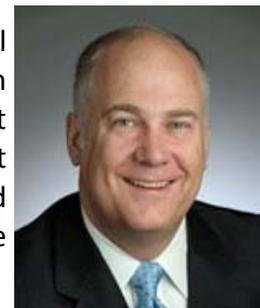
This quarter, we were happy to have been able to spend the day with Councilmember Andrea James.

Past participants include 5th District Councilmember Cheryl Feigel and 10th District Councilmember Doug Martin.



"The Economic Development Tour was a great way to connect with business owners in the 5th district and I appreciate the opportunity to answer their questions and discuss their concerns." - Cheryl Feigel

10th District Councilmember Doug Martin had this to say about Council District Day: "The Kentucky Blood Center and St. Joseph Hospital are each located in the 10th District and are two of Lexington's most important healthcare providers. Council District Day was a great opportunity to sit down with leadership teams from these valuable community partners and hear their concerns about Lexington and the 10th District. This was time well spent and I look forward to Council District Day next year!"



LEXINGTON PARTNERSHIP FOR WORKFORCE DEVELOPMENT



LEXMARK TEACHER INSTITUTE

This year's Lexmark Teacher Institute, July 26-30, was another eye-opening and informative professional development opportunity for 48 central Kentucky educators. Elementary, middle and high school teachers from Fayette, Jessamine & Scott County public schools participated. The teachers were in the science, technology, engineering, math, Language Arts, Social Studies and career-tech disciplines.

The intent of the institute is to provide a forum for teachers to directly connect to business expertise to see how what they teach in the classroom is applied in the workplace. After working with these business professionals, the teachers then had the opportunity to tour several different companies.

The overwhelming support from the business community and the UK College of Education was wonderful. The teachers gave a big thumbs up and indicated the week gave them a lot of relevant information that they can use in their respective classrooms. The week ended with a recognition lunch at Lexmark and was sponsored by Columbia Gas.



MANY THANKS TO THE COMPANIES THAT OPENED THEIR DOORS TO THE TEACHERS!



EQUUS RUN
VINEYARDS



Midway, Kentucky



KENTUCKY
AMERICAN WATER



SARGENT AND GREENLEAF®



TOYOTA

Also, many thanks to Fayette, Jessamine and Scott county school systems for their support.



2010 marks the third year in which we were able to offer the Best in the Bluegrass. The BBG is aimed at the high-performing students in Fayette County Schools, who are going to college outside of Kentucky. The intent behind the BBG is to connect these students, who have already decided to go to school outside Kentucky, with companies or organizations in Central Kentucky...ones with high-level, high-tech and interesting career opportunities that perhaps the students do not know about. They are already leaving Kentucky. The BBG shows them there are reasons for them to come back to Lexington sooner rather than later. Students who are selected receive a \$1,000 scholarship and a 4-6 week internship/mentoring opportunity. Students must apply and meet criteria such as minimum GPA, ACT or SAT scores and go through a face-to-face interview.

Eight interns, five who returned for another summer and three new students, were placed at several organizations in Lexington, including:

Bundy & Associates
Downtown Lexington Corporation
Hospice of the Bluegrass
UK Sports Medicine

Davis & Plomin Mechanical Engineering
Eastern State Hospital
Next Generation
UK—Professor Karin High's
Physiology Research Laboratory

Overall, the students' reflection essays all pointed to a very positive, informative and enlightening opportunity. Thanks to all the businesses/organizations that offered placements.



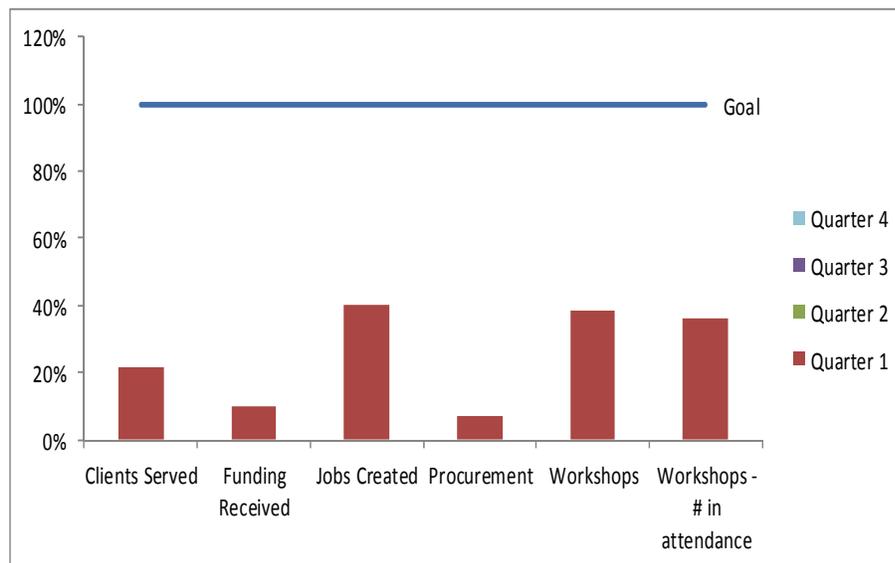
The first quarter of fiscal year 2011 has come and gone with a lot of promise on the table for our Community & Minority Business Development Department. We have met individually with 31 business-owners who wanted assistance — in areas of product development, methods to increase their sales and volume, as well as, those requesting assistance in getting a loan for their business.

The Quarter started with a follow-up meeting with key community members, small business owners, as well as Commerce Lexington stakeholders and staff. We discussed the Economic Inclusion Plan that the Commerce Lexington board of directors endorsed in November 2009. A short time later, Mayor Jim Newberry spoke at the Fayette County Minority Business Expo luncheon about the plan, and the local government’s own efforts to improve economic inclusion in its procurement policies and procedures to benefit all small businesses operating and paying taxes in Fayette County.

Commerce Lexington staff met with Sam’s Club after a national announcement about their agreement with Superior Financial Group to provide small loans to minority and woman-owned businesses. The loans will range from \$5K to \$25K. Commerce Lexington introduced our Access Loan Program to the local Sam’s Club management, and to date we have forwarded 9 individual businesses to apply for loans with the Sam’s Club program.

Commerce Lexington staff also participated in the Kentucky World Trade Center’s “World Trade Day”. We were able to learn more about how to assist women and minority businesses in exporting their products overseas.

Community and Minority Business Development



COMMUNITY & MINORITY BUSINESS DEVELOPMENT



We are currently working on two Fayette County loans with the projected total of at least **\$1,200,000**.

In July, the Bluegrass Business Development Partnership celebrated the grand opening of AAMCO Transmission on Nicholasville Road.



Ivan Mammaliga-third from the left is the owner.

We are also glad to announce that an entrepreneur we worked with in Cadiz, Kentucky has received funding to open a retail western tack shop. The ten-year old Internet business is called Foxes Den Tack. Although not part of our immediate service area, part of the funds that the business borrowed assisted in securing a booth here in Lexington during the FEI World Equestrian Games.



MBE

Lexington Bluegrass Area Minority Business Expo

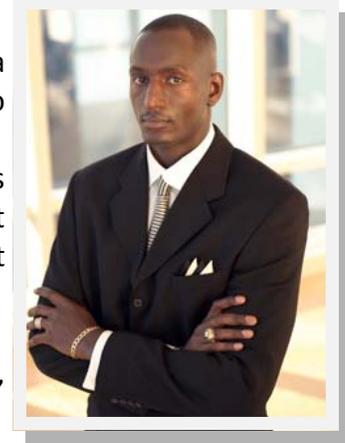
In August, we were a lead sponsor for the Lexington Fayette Minority Business Expo. This was the eighth year for the event, which boasted over 500 participants overall — 400 attended the luncheon.



Dr. Randal Pinkett spoke to a crowd of more than 400 attendees at the Minority Business Expo's 8th annual luncheon.

Pinkett is the founder, chairman and CEO of BCT Partners, a multimillion-dollar consulting firm based in New Jersey. Pinkett also won Season 4 of NBC's *The Apprentice*, with Donald Trump. Pinkett said successful business owners know that their success is based on thinking strategically and working smarter, not harder. But it's the ability to focus on what's "important but not urgent" that many business leaders forget to do in the rush of their daily activities.

Commerce Lexington contributes over \$5000 to the event each year, as well as many hours of staff time on the steering committee.



Congressman Ben Chandler is announcing a grant to the Associated General Contractors; which Commerce Lexington is partnering with to create a Minority, Veteran, and Women-owned business incubator. Businesses will go through a stringent curriculum that includes business planning, financial management, as well as bidding and estimating, with the goal of partnering with larger companies that are members of the AGC. This is a new partnership between Commerce Lexington and the AGC, but the concept is taken from a sister organization in Dallas/Fort Worth, Texas that produced many successful minority and women-owned businesses.

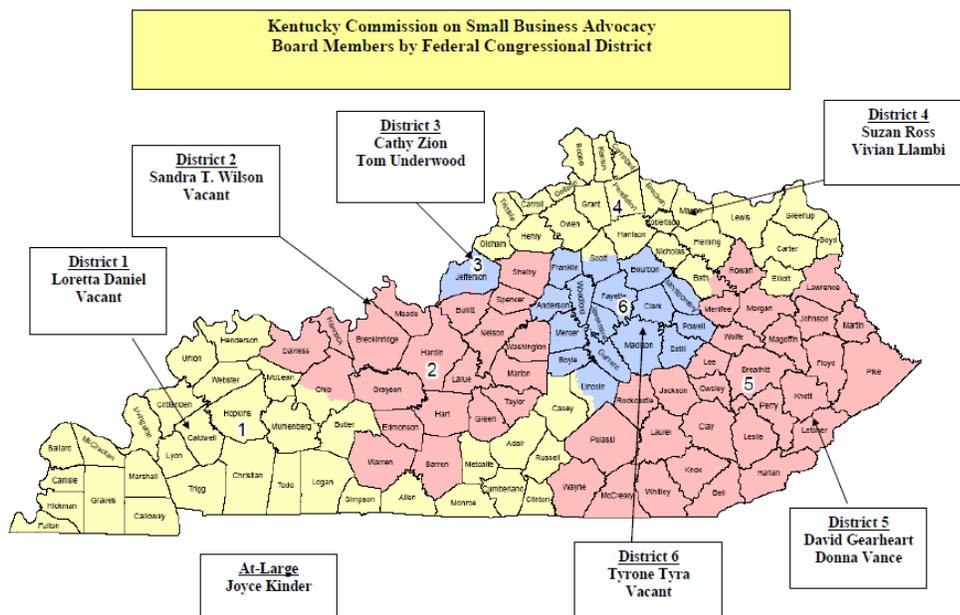




Finally, after a good two year stint on the committee, Governor Steven Beshear has reappointed Tyrone Tyra as Vice-Chair of the Commission on Small Business Advocacy. The Commission on Small Business Advocacy board includes small business owners and advocates appointed by the governor. The board consists of thirteen members (two from each of Kentucky's six federal congressional districts, plus one at-large member.)



The mission of the Commission on Small Business Advocacy is to make the Commonwealth of Kentucky a state that is friendly to small businesses through education, cooperation, and advocacy. The CSBA provides information on proposed government regulations that impact small business and important small business news. The Commission looks at issues such as licensing/permitting requirements, taxes, and other areas of government that affect small business. Additional information on CSBA duties can be found on the About CSBA web page.



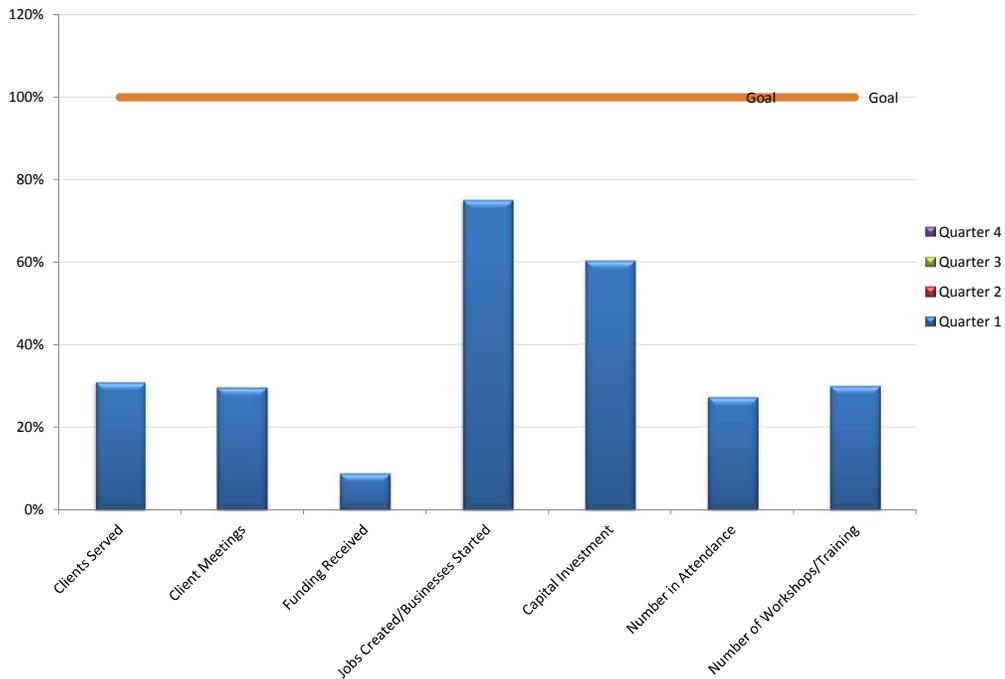


Bluegrass Business Development Partnership



Fiscal Year 2010-2011

2010-2011							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	1,070	31%	329	0	0	0	329
Client Meetings	285	29%	84	0	0	0	84
Funding Received	\$ 28,400,000	9%	\$ 2,424,190	\$ -	\$ -	\$ -	2,424,190
Jobs Created/Businesses Started	722	75%	540	0	0	0	540
Capital Investment	\$ 50,000,000	60%	\$ 30,043,740	\$ -	\$ -	\$ -	\$ 30,043,740
Workshops/Training							
<i>Number in Attendance</i>	3,767	27%	1,018	-	-	-	1,018
<i>Number of Workshops/Training</i>	84	30%	25	0	0	0	25



Bluegrass Business Development Partnership

	2010-2011							YTD
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4		
Economic Development								
Clients Served	280	21%	58					58
Client Meetings	285		84					84
Funding Received	\$ 5,500,000	34%	\$1,860,000					1,860,000
Jobs Created/Businesses Started	650	82%	534					534
Capital Investment	\$ 50,000,000	60%	\$30,043,740					30,043,740
Workshops/Training								0
<i>Number in Attendance</i>	1,050	21%	225					225
<i>Number of Workshops/Training</i>	14	29%	4					4
Workforce Development								
Clients Served	225	51%	114					114
Workshops/Training								0
<i>Number in Attendance</i>	-							0
<i>Number of Workshops/Training</i>	-							0
Minority Business Development								
Clients Served	145	21%	31					31
Funding Received	\$ 400,000	10%	40,000					40,000
Jobs Created/Businesses Started	10	40%	4					4
Capital Investment	\$ -							0
Procurement	\$ 1,000,000	7%	71,350					71,350
Workshops/Training								0
<i>Number in Attendance</i>	1,567	36%	563					563
<i>Number of Workshops/Training</i>	13	38%	5					5
Innovation and Commercialization								
Clients Served	120	52%	62					62
Funding Received	\$ 20,000,000							0
Jobs Created/Businesses Started	50							0
Capital Investment	\$ -							0
Workshops/Training								0
<i>Number in Attendance</i>	850	36%	310					310
<i>Number of Workshops/Training</i>	12	50%	6					6
Small Business Development Center								
Clients Served	300	24%	72					72
Funding Received	\$ 2,500,000	21%	524,190					524,190
Jobs Created/Businesses Started	12	17%	2					2
Capital Investment	\$ -							0
Workshops/Training								0
<i>Number in Attendance</i>	300	48%	145					145
<i>Number of Workshops/Training</i>	45	27%	12					12
Duplicates (Office Use Only)								
Clients Served			16					
Funding Received								
Jobs Created/Businesses Started								
Capital Investment								
Workshops/Training								
<i>Number in Attendance</i>			450					
<i>Number of Workshops/Training</i>			4					

Economic Development

Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 1	YTD				
Clients Served	280	58	58				
Prospects	110	24	24	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. Recruitment is achieved through many marketing initiatives such as advertising, direct mail pieces, tradeshow, site selection and corporate real estate consultant visits.			
Existing Business Visits	150	32	32	Commerce Lexington visits 150 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.			
Number of Start-Up/Entrepreneurial High Tech Companies	20	2	2	Commerce Lexington continues to work hand-in-hand with UK's Innovation and Commercialization Center and the Small Business Development Center on high-tech entrepreneurial projects. With these relationships, Commerce Lexington can provide access to information and funding for start-up companies. The partnership is also developing a resource website for entrepreneurs. To further support entrepreneurial companies, Commerce Lexington sponsors the SBIR/STTR conferences, as well as the Lexington Venture Club.			
Client Meetings	285	84	84				
Client Meetings	285	79	79	Total number of meetings with all clients.			
Site Visits		5	5				
Funding Received	\$5,500,000	\$1,860,000	\$1,860,000				
	\$5,500,000	\$1,860,000	\$1,860,000	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.			
Jobs Created/ Businesses Started	650	534	534				
Jobs Created	650	534	534	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.			
Capital Investment	\$50,000,000	\$30,043,740	\$30,043,740				
Capital Investment	\$50,000,000	\$30,043,740	\$30,043,740	Expenditure in real estate, building renovations, equipment			
Workshops/Training	Number in Attendance 1050	Number of Events 14	Number in Attendance 225	Number of Events 4	Number in Attendance 225	Number of Events 4	
Lexington Venture Club	400	6	145	2	145	2	Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. Each year, the Lexington Venture Club hosts four luncheons and two receptions, which features a keynote speaker and presentations from small start-up companies. At the beginning of each year, we have our annual "Who Got the Money" reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources. int:Lex: (n) innovators, engineers, tecnies, and entrepreneurs wno gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.
Activities	600	6	80	2	80	2	Pecha Kucha Mobile Conference See ICC tab.
Bench 2 Business (B2B)					0	0	See ICC tab.
Manufacturer's Network Group	50	2			0	0	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace. The group meets five to six times each year -- four of the meetings are held at various manufacturing plants and the other two meetings are the annual spring and fall receptions. The group expressed interested in forming a training consortium and a board of directors was formed to evaluate the formation of the consortium.

Lexington Partnership for Workforce Development

Fiscal Year 2010-2011

Clients Served	2010-2011 Goal	Quarter 1	YTD	
	225	114	114	
Entrepreneur Leadership Institute Participation	50		0	<p>Number of applications, students and business/organizations</p> <p>Up to 30 Fayette County juniors and seniors learn about business and entrepreneurship by meeting successful local entrepreneurs and leading business people who will share leadership ideas and discuss what it takes to succeed. Students visit businesses to see first hand how things work, learn business planning basics, develop a business plan with a team. 125 applications received. Planning will begin early 2010 for the mid June ELL.</p>
Lexmark Teacher Institute Educator Participation	75	83	83	<p>Number of applications, teachers, and business/organizations</p> <p>Weeklong summer institute in which teachers and community business partners collaborate to better understand how business use what schools are teaching, gain real-world examples to enliven delivery, and create opportunities for students beyond the school walls.</p> <p>67 applications received. 48 teachers participated. Held July 26-30, 2010. 35-40 business/higher education participants.</p>
Business & Education Network	75	15	15	<p>BEN will serve as a "portal" or system to match education needs with business people, community organizations, professional associations and others who want to volunteer their time and expertise in a variety of ways.</p>
"Best In the Bluegrass"	25	16	16	<p>Number of Students and companies participating. Initiative aimed at high-performing students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning participants from 2008 with a high level internship opportunity/scholarship. Goal is to show these students a variety of companies and high-level high-tech career opportunities in Central KY.</p> <p>8 students, 8 companies.</p>

Virtual College Career Fair - Beginning discussion on a possibility of organizing a virtual career fair for regional higher education institutions.

Minority Business Development

Fiscal Year 2010-2011

	2010-2011 Goal		Quarter 1		YTD		
Clients Served	145		31		31		
Minority	100		18		18		<p>A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups:</p> <p>African American: An individual of Black race or African origin or parentage: Hispanic American: An individual of Latin American culture, origin or parentage: and Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.</p>
Female	45		13		13		
Funding Received	\$400,000		\$40,000		\$40,000		
ACCE\$\$ Loan Program	\$400,000		\$40,000		\$40,000		<p>The Acce\$\$ Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.</p>
Jobs Created/ Businesses Created	10		4		4		
	10		4		4		
Capital Investment	\$0		\$0		\$0		
					\$0		
Procurement	\$1,000,000		\$71,350		\$71,350		<p>Procure in past two years has been \$7,000,000 and \$3,000,000 respectively. 2007/08 targeted goal is \$4,000,000</p>
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
	1567	13	563	5	563	5	
Toyota Opportunity Exchange	400	1			0	0	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	75	2			0	0	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMDC/CLX Seminar	15	3	39	1	39	1	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1	480	1	480	1	Yearly event.
TSMDC Awards Celebration	450	1			0	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Community Ventures Corp - Entrepreneurial Training	17	2	17	2	17	2	Part of regional Minority Business outreach
KCTCS Procurement Professionals	10	1	27	1	27	1	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMDC Business Opportunity Fair	100	1			0	0	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
Partners for Entrepreneurial Advancement in KY (PEAK)	100	1			0	0	Educational session held each year for professionals that work with small businesses

Innovation and Commercialization

Fiscal Year 2010-2011

	2010-2011 Goal		Quarter 1		YTD		
Clients Served	120		62		62		
New Clients	20		8		8		The Lexington ICC is part of a state-wide program funded by DCI. The objective of the program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.
Existing Client Meetings	100		54		54		
Funding Received	\$20,000,000		\$0		\$0		
Federal Funds					\$0		Funding received by regional companies from federal agencies.
KY State Funding Programs					\$0		Funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...
Friends/Family/Founders					\$0		Funding for startup companies provided by the founders
Angel Investors					\$0		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital					\$0		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners					\$0		
Other					\$0		
Jobs Created/ Businesses Started	50		0		0		
New Technology Based Start Up Companies					0		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth					0		
Capital Investment	\$0		\$0		\$0		
Capital Investment					\$0		
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	850	12	310	6	310	6	
Lexington Venture Club			145	2	145	2	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B					0	0	Bench to Business UK Networking Event
Bluegrass Angels			85	2	85	2	The Bluegrass Angels are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities	600	6	80	2	80	2	share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	250	6			0	0	Workshops set up in conjunction with funding sources as a tutorial and questions answered sessions.

Small Business Development Center

Fiscal Year 2010-2011

	2010-2011 Goal	Quarter 1	YTD	
Clients Served	300	72	72	
Clients that had counseling services with the SBDC.	300	72	72	A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.
Funding Received	\$2,500,000	\$524,190	\$524,190	
Dollar amount and number of loans received or equity financing received	\$2,500,000	\$524,190	\$524,190	
Jobs Created/ Businesses Created	12	2	2	
Jobs created from counseling clients that started business	12	2	2	Businesses that are started as a result of SBDC counseling/consulting.
Capital Investment	\$0	\$0	\$0	
			\$0	
Workshops/Training	Number in Attendance: 300 Number of Events: 45	Number in Attendance: 145 Number of Events: 12	Number in Attendance: 145 Number of Events: 12	
Customers that attended training conferences at the SBDC	300 45	145 12	145 12	Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees.





BLUEGRASS BUSINESS DEVELOPMENT PARTNERSHIP

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Biotechnology Company Working on Lower Back Pain Treatment Moves from Austin, Texas to UK's Coldstream Research Campus

LEXINGTON Ky. (Sept. 23, 2010) —Orthopeutics L.P./Intralink Spine Inc., a biotechnology company that is working on an injectable tissue revitalization reagent for the treatment of Degenerative Disc Disease and related lower back pain, has relocated from Texas to the University of Kentucky Coldstream Research Campus. Three employees, including the CEO and the CSO, who will hold a joint UK faculty appointment in engineering and medicine, have moved to Lexington. It is anticipated that additional high-tech positions will be created when the company begins manufacturing the reagent and the medical device.

"It was the eagerness of UK's faculty and leadership team to collaborate in the research and development of this potentially game-changing technology that convinced me to make the University of Kentucky my academic home," said Tom Hedman, Ph.D., an MIT-trained and NIH-funded research associate professor who comes to UK by way of Texas A&M University. Hedman founded Orthopeutics and its spin-off company, Intralink Spine, and serves as the Chief Scientific Officer.

"Dr. Hedman tells me that he is excited to broaden his research efforts in conjunction with our colleges of engineering and medicine and our neurosurgery department," said UK President Lee T. Todd Jr. "Orthopeutics/Intralink Spine aligns perfectly with our focus on medical devices and pharmaceutical manufacturing at Coldstream."

Yesterday Governor Steve Beshear announced that Orthopeutics L.P., parent company of Intralink Spine, will receive an award from the Kentucky SBIR-STTR Matching Funds Program for an NIH SBIR Phase II federal grant. According to Orthopeutics/Intralink Spine CEO and President Eric Hauck, Kentucky's matching funds program for SBIRs and STTRs was the initial impetus to relocate Dr. Hedman's research group from Texas to Kentucky. The company will receive \$408,000 in state matching funds.

Orthopeutics/Intralink Spine is a client of the Bluegrass Business Development Partnership, an economic development initiative between Lexington city government, Commerce Lexington and the University of Kentucky. UK's Office for Commercialization & Economic Development including the Lexington Innovation & Commercialization Center (joint program of the Ky. Dept. of

Commercialization & Innovation and UKCED) and Commerce Lexington started working with Orthopeutics/Intralink at the beginning of the year to find a location in Lexington, make connections at UK, and work with the state Economic Development Cabinet on funding sources.

Mayor Jim Newberry said, "Today's announcement is a clear illustration of what can happen when we connect UK brainpower and economic development. As many of you know, our Bluegrass Business Development Partnership is designed to make that connection. It is the combined effort of Commerce Lexington, the university and the city. By focusing on the horse, healthcare and high-tech industries that partnership has brought more than 3,000 jobs to our community since 2007."

"Commerce Lexington has thoroughly enjoyed working with Orthopeutics on their relocation to Lexington," said Bob Quick, President and CEO, Commerce Lexington Inc. "We have seen an increase in technology companies considering Lexington for relocations because of our educated workforce, low cost of doing business, and strong partnerships with the University of Kentucky and the city of Lexington. We are excited to welcome Orthopeutics to Lexington!"

Dr. Hedman and his research team have already shown that their therapeutic tissue revitalization agent acts almost immediately, is long lasting, and produces a wide range of positive effects including increasing tissue strength, tear resistance, and durability, as well as stabilizing joints, and improving nutritional flow through biologically harsh environments.

"Our nonsurgical, novel biomimetic approach replicates the human body's natural response to stabilize and prevent degradation of certain load supporting tissues," said Hedman. "Other than the spinal disc, candidate tissues include the knee meniscus, the larynx and soft palate, and the stifle joint of the horse."

"The next steps will be to prepare for clinical trials and work with Dr. Tibbs at UK on refining our delivery protocols," said Hedman. Phillip Tibbs, M.D. is the chair of UK's Department of Neurosurgery and a professor of neurosurgery and physical medicine and rehabilitation. Hedman, whose primary UK appointment is as a Research Associate Professor in Biomedical Engineering, has a joint appointment in neurosurgery.

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Note: The third Orthopeutics/Intralink Spine employee that moved to Lexington is Paul Slusarewicz, Ph.D., Biochemistry Program Director.

Back pain statistics

- More than 15 million people per year in the U.S. could receive from this treatment
- Low back pain (LBP) costs nearly \$100 billion annually in the U.S.
- 85 percent of adults experience LBP during their lifetime, 37 percent are experiencing back pain at any given time
- 20 percent of LBP sufferers describe pain as severe or disabling
- LBP is the second most common reason for seeing a physician, third most common reason for surgery

Aug. 30, 2010

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ACS, A Xerox Company, brings 700 jobs to Lexington

[Connie Harvey](#), group president of [ACS](#), A [Xerox](#) Company (NYSE: XRX), and Mayor Jim Newberry today announced that the company is bringing approximately 700 customer support jobs, plus positions for trainers, supervisors and managers, to Lexington.

“ACS has been providing services to businesses and governments around the world from Lexington for more than a decade, growing to become one of the largest private employers,” Harvey said. “When deciding where to expand we work with our clients to ensure their needs can be met, there is a talented labor pool and a facility to allow us to expand now and accommodate future growth. We had a short timeframe to meet our clients’ schedule and appreciate the support we received from Mayor Newberry and Commerce Lexington in helping us meet those aggressive deadlines.”

ACS will invest more than \$10 million in the project, not including employee wages. [Hiring](#), and renovation of ACS’ fifth Lexington location, is already underway, with training classes starting weekly. Approximately 200 of these positions will be permanent, and the balance will have the possibility of converting to permanent positions based on ACS’ needs and the success of this new facility. Starting pay is \$9.50/hour or higher, depending upon the position.

Newberry praised the company as one of Kentucky's leading corporate citizens, and welcomed the new jobs to Lexington. "Times have been tough for many people during this national recession," Newberry said. "Many local citizens are eager and willing to work, and will be glad to have this opportunity." The new employees will support four different ACS healthcare clients that are expanding. "Our health care sector is strong. Its continued growth is a cornerstone of our diverse economy," Newberry said.

Bob Quick, President and CEO of Commerce Lexington, said, "ACS, A Xerox Company, has been a great corporate partner and we are excited for their expansion project. The new jobs being created demonstrate ACS' commitment to our community. We're proud to have ACS in our community."

Newberry said the Bluegrass Business Development Partnership worked with ACS to bring in the new jobs to Lexington. The Mayor worked with Commerce Lexington and the University of Kentucky to form the partnership in 2007. The partnership works to bring new companies to Lexington and to help local companies expand. To date, the partnership has brought over 2,800 jobs to Lexington.

ACS, one of the largest private employers in the city and the state, has more than 4,000 employees in Kentucky, including approximately 2,000 employees in Lexington.

Job seekers can apply in person at the ACS facility at 745 W. New Circle Road, call 389-2311 or apply online at www.acs-inc.com and click on the careers tab.

About Xerox

Xerox Corporation is a \$22 billion leading global enterprise for business process and [document management](#). Through its broad portfolio of technology and [services](#), Xerox provides the essential back-office support that clears the way for clients to focus on what they do best: their [real business](#). Headquartered in Norwalk, Conn., Xerox provides leading-edge document technology, services, software and [genuine Xerox supplies](#) for [graphic communication](#) and [office printing environments](#) of any size. Through ACS, A Xerox Company, which Xerox acquired in February 2010, Xerox also offers extensive [business process outsourcing](#) and [IT outsourcing services](#), including data processing, HR benefits management, finance support, and customer relationship management services for commercial and government organizations worldwide. The 130,000 people of Xerox serve clients in more than 160 countries.





Commonwealth of Kentucky
Office of the Governor

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Governor Beshear Announces nGimat Opening Lab Facility in Lexington
Nanotechnology firm to work with new federal research center on battery nanomaterials

FRANKFORT, Ky. (July 29, 2010) – Gov. Steve Beshear and Cabinet for Economic Development Secretary Larry Hayes today announced nGimat LLC, a subsidiary of Atlanta-based nGimat Co., is establishing a new lab facility in Lexington. The company plans to initially invest more than \$740,000 and will create 18 new high-tech jobs over three years, paying an average salary of \$58,500, followed by an additional 50 full-time jobs in production and administrative positions.

nGimat is a client of the Lexington Innovation and Commercialization Center. The company is the first of what is expected to be many high-tech firms that will locate to Kentucky to benefit from collaboration with the U.S. Department of Energy's planned National Battery Manufacturing Research and Development Center in Lexington.

"Federal research centers are known for their ability to help attract high-tech companies that want to work with state-of-the-art scientific facilities," said Gov. Beshear. "That is a big reason why my administration and university officials worked so hard to bring Argonne National Laboratory's new battery manufacturing research center to Kentucky. I'm proud to see that our efforts are achieving the desired results and welcome nGimat's newest lab facility to central Kentucky."

At its Lexington location, nGimat will initially develop advanced lithium titanate energy storage nanomaterials for use in next-generation lithium-ion automotive batteries, as well as in energy storage components for the emerging electrical smart-grid. nGimat's facility

will feature a nanopowder production system that employs the company's proprietary nanopowder production process.

“Lithium-ion batteries will help power tomorrow’s plug-in hybrid electric automobiles,” said Dr. Andrew Hunt, chief executive officer and chief technology officer of nGimat Co. “nGimat’s nanomaterials will enable more cost-effective, more powerful and longer lasting versions of these batteries. We’re also excited about the opportunity to collaborate with the Kentucky-Argonne Battery Research Center being established in Lexington and plan to benefit from this advanced facility to help us succeed in our new venture.”

The Kentucky-Argonne center, which will break ground later this year, will help develop and deploy a domestic supply of advanced-battery technologies for vehicle applications. Expanding domestic battery production capacity will aid in securing U.S. energy independence, reduce greenhouse gas emissions and help strengthen the economy. Gov. Beshear announced the establishment of the Kentucky-Argonne Battery Manufacturing Research and Development Center in April 2009. Argonne is the federal government's lead laboratory for applied advanced battery R&D.

“By working with the state, the brainpower at the University of Kentucky and the private sector, we have created an atmosphere in Lexington that attracts and grows high-tech businesses,” said Lexington Mayor Jim Newberry. “Our high-tech sector is attracting considerable investment and national attention -- recently, we were listed as one of the seven most desirable business location picks in the nation by *Business Facilities*. Our success has enabled us to attract or create hundreds of good-paying jobs here, despite the recession.”

“Commerce Lexington is thrilled to welcome nGimat to Lexington,” said Bob Quick, president and CEO of Commerce Lexington Inc. “We are seeing growth in our high-tech sector among existing and new businesses. nGimat will be a great addition to Lexington’s blooming high-tech community.”

The Kentucky Economic Development Finance Authority (KEDFA) preliminarily approved nGimat for a forgivable loan up to \$250,000 through the Cabinet for Economic Development’s High-Tech Investment Pool, a program used to support technology-based and research-intensive companies and projects. KEDFA also preliminarily approved nGimat for tax incentive benefits up to \$550,000 through the Kentucky Business Investment (KBI) program. KBI incentives can be earned over a 10-year period through corporate income tax credits and wage assessments.

Additionally, KEDFA approved nGimat for up to \$60,000 through the Kentucky Enterprise Initiative Act (KEIA), a program that allows approved companies to recoup Kentucky sales and use tax on construction costs, building fixtures, equipment used in research and development and electronic processing equipment.

For more information on nGimat, visit www.ngimat.com. Information on Kentucky’s economic development efforts and programs is available at www.ThinkKentucky.com.

A detailed community profile for Lexington can be viewed at <http://www.thinkkentucky.com/edis/cmnty/index.aspx?cw=053>.

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Commonwealth of Kentucky
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**Governor Beshear Announces SBIR-STTR Grants
for Kentucky High-Tech Small Businesses**

Seven Kentucky firms share \$1.8 million in state funds to match federal awards

LEXINGTON, Ky. (Sept. 22, 2010) – Gov. Steve Beshear today announced awards totaling more than \$1.8 million to seven Kentucky high-tech companies as part of a Kentucky initiative to attract and support technology-based small businesses. Through the state's competitive SBIR-STTR Matching Funds program, Kentucky matches federal SBIR-STTR awards received by Kentucky companies or those willing to relocate to Kentucky. This seventh round of state awards supplements more than \$2.4 million in federal funding made to the firms.

The state matching funds were awarded after the high-tech firms received grants in Phase 1 or Phase 2 of the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Kentucky is the first and only state to match both phases of the federal program: up to \$150,000 to match Phase 1 federal awards and up to \$500,000 per year to match Phase 2 federal awards. To date, the state's SBIR-STTR matching program has made a total of 91 awards to 52 Kentucky high-tech companies for a combined \$20.5 million in state funds, leveraging more than \$37.4 million in federal funds. The program has also helped bring 10 new high-tech businesses to the Commonwealth to benefit from the matching funds.

“Kentucky’s unique program is widely recognized as the top SBIR-STTR matching program in the nation,” said Gov. Beshear. “Not only do these awards help support our high-tech small businesses, they bring in tens of millions of dollars in federal funding that indirectly benefit other Kentucky companies and their employees who provide products and services in support of our research industry.”

The seven Kentucky companies receiving matching funds specialize in areas as diverse as human health and development, energy, nanotechnology, bioscience, materials science and advanced manufacturing.

Company descriptions:

nGimat Co., which relocated from Georgia to Lexington, will initially develop advanced energy storage nanomaterials for use in next-generation lithium-ion automotive batteries, as well as in energy storage components for the emerging electrical smart-grid. nGimat’s facility will also produce nanopowder using the company’s proprietary process.

www.ngimat.com

Advanced Genomic Technology LLC, of Louisville, is developing a genetic test to identify specific disease biomarkers in patients who have Alzheimer’s disease.

www.advancedgenomictechnology.com

Talon Technologies, of Covington, is developing a high-performance flexible conduit for use with the Army’s rapidly installed fuel transfer system during active combat deployments.

Orthopeutics Inc., which relocated from Texas to Lexington, is developing a nonsurgical treatment for degenerative disc disease and associated lower-back pain. The treatment involves injecting a tissue revitalization material into the spinal disc to mechanically reinforce and stabilize the joint and decompress the surrounding neural tissues without the need for invasive spinal surgery. www.intralink-spine.com

3H Company LLC, of Lexington, is developing technology that captures and stores carbon dioxide underground to help reduce greenhouse gas emissions from coal-fired power plants. The company’s novel absorbent also helps reduce energy loss during the coal capture process.

Vindico NanoBio Technology Inc., of Lexington, is developing a synthetic oxygen therapeutic, a blood substitute, that can be administered to patients and help reduce blood shortages. www.vindicopharma.com

Advanced Dynamics Inc., of Lexington, is developing software that enables more accurate designs of aircraft wings and rotor blades, while providing rapid and reliable aeromechanics assessment. www.advanceddynamics-usa.com

The Cabinet for Economic Development, through its Department of Commercialization and Innovation (DCI), manages the Kentucky SBIR-STTR Matching Funds program, which is administered under contract to DCI by the Kentucky Science and Technology Corporation (KSTC).

“Kentucky’s SBIR-STTR matching program has generated a lot of interest nationwide,” said DCI Commissioner Deborah Clayton. “Not only have the awards brought 10 high-tech firms – and their jobs – to Kentucky from other states, but they have greatly increased the number of Kentucky companies that are applying for and winning federal SBIR and STTR awards.”

Applications for each round of the program are accepted by KSTC on a regular basis. A link to the online guidelines and application form for the Kentucky program are posted at www.ThinkKentucky.com/dci/SBIR.

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